



MAJA & THOMAS KILGORE

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STATIONS OF A JOURNEY

„Though we travel the world to *find* the beautiful
we must carry it with *us* or we find it not.”

Ralph Emerson

Maja Kilgore

THE VITA



Maja Kilgore, born in Kaiserslautern on October 15, 1971 in an American German family is a graduate of the Tegernsee Hotelschool and has worked in several Relais & Chateaux Hotels throughout her career mostly in Germany and Indonesia.

Her areas of expertise are hotel management, rooms divisions and the spa management. Sales & Marketing including PR work and the development of special events as weddings, family gatherings, photo shoots, concerts, exhibitions even traditional hunting events, have become signature work.

Maja's emphasis in public relations is to have a good mixture of an international clientele, which shares the passion for beautiful places and special moments. Founding an 'Ambassador sales program' assists her in achieving inter-

national networking with Media & Travel agents. Maja organized individual site visits and hosted international presentations abroad for selected agents and journalists.

„The attention to detail is a fine, subtle line that should follow through flawlessly”. Therefore Corporate Identity guidelines play a vital role each day. This is achieved with the position of the flower bouquet at the reception, through the uniforms, from the stationary to the webdesign, even the position of a little matchbox make the difference.

Quality assurance within each department is part of the daily course of action in a hotel or a resort. Creating detailed guidelines, workflows and handbooks for the employees is the core of their foundation for a healthy working environment. The quality assessment begins with a solid employee training - seminars ranging from phone etiquette to each individual steps of sequence, having attention of detail in mind.

Over the recent years, Maja gained experience in designing individual spa concepts, creating spa menus with tailor-made treatments, having relaxation and well-being in mind. Using the energy of individual locations - sometimes it is the very simply thing in front of our eyes - that may create something very special.

Thomas Kilgore

THE VITA

Thomas Kilgore, born in Biberach a.d. Riss on November 1, 1972 in a German Austrian family, started his culinary and hospitality education at a young age in the family owned hotel. His work took him all over the world, traveling from Europe as far as Brasil and Fiji.

Thomas Kilgore's expertise in the hotel business is the Hotel General Management, finances & cost control, corporate reporting, food & beverage and management of the operational side in overseeing the engineering, marine, logistics, the golf course and the farms.

Projects development has been a focus in the past projects, ranging from establishing new resorts on remote island locations and previously also upgrading existing resorts. Within the development stage Thomas accompanied the projects from the beginning of the conceptual stage, overseeing the entire construction phase until the opening and further on. He was involved in managing all trades from building up the infrastructure ie. electricity, water supplies and most vital logistics and implementing communication systems. Completing the projects to the handover ,turn key solutions' phase in order to ensure a smooth transition to the hotels operation and the opening.

During the Dietrich Mateschitz Group projects Thomas' main emphasis was the development, management and planning, beginning at the conceptual phase, to overseeing the construction. Followed through to the pre-opening stage of the resort followed through to today's ongoing management.

As part of the communication set up, Thomas implemented a full IT structure and communication policy to ensure the operations not only for the island but also for the airport and marine department.

During the 4 years at Laucala Island two new fields have opened for Thomas in aviation and the marine & logistic department. Being accountable & quality manager for Air Laucala, which included the entire process of building a 24 hour international airport and establishing the air operational with maintenance facilities for 3 commercial air planes.



Philosophy

NEW HORIZONS

In our business one must love the challenge, to widen our spectrum and horizons, to have a vision - since there are always new challenges coming up!

In the end it comes down only to passion for what you are doing - living the hospitality life day to day.

Living on tropical islands and remote country sides for several years, has indeed given us quite a broad knowledge and appreciation of the simple things in life ...

... producing electricity, maintaining water supplies, growing fruits and vegetables in the farms and hydroponics, establishing communication just to name a few. We believe in a personal ‚hands on‘ approach in various aspects of running a company. For example we believe in passing on knowledge in the daily training of the employees in their various departments.

The employees should reflect the hotels or resorts philosophy with a natural smile and pride.

Only with passing on knowledge the person itself can be confident in doing their job - achieving a personal guest contact. At the end of the day, we and the team are there to create for our guests:

„beautiful moments that last for eternity”

A hotel can have a beautiful ‚hardware‘ but it only lives through ‚the software‘
- the personality of each individual of the entire team working together.



Philosophy

NEW HORIZONS

When it comes to the culinary side of life, for sure we all enjoy a great wine and fine foods. We define ‚fine dining’ actually in simply good products cooked to its best, prepared when they are in season. It always has been our passion to find farmers or wine makers where you can feel (or taste) the passion they put into their products. It always adds the little extra, if there is a story to tell about the products. We met wonderful people around the world, who brought us our passion closer of farming and growing produce and seeing what nature has to offer.



Spa & Fitness

In a fast moving world it is easy to loose oneself in a hectic schedule. We seek for places where we can reconnect our minds and bodies. To find this the tradition of Spas, wellness and fitness have become an important pillar in our life. Our Spa & fitness concepts are tailored to individual needs and personal requirements.

Awards received for Laucala Island:

- „Hideaways“ Newcomer of the year, Europe 2010
- Presidents Award of Islands Destinations, USA 2010
- voted No.1 Spa treatment of „Islands Magazine“, USA 2011
- best beach resort voted by „The Australian Magazine“ 2011
- 2015 Best leisure Interior Design award Asia Pacific
- 2015 Austral Asia Leading private Island resort
- 2016 Conde Nast Traveller A List

Experiences in notes

VXL GROUP CHINA

Genting Secret Garden Resorts Development

July 2017 until present

VXL group of companies, is an international investment house with headquarters in Kuala Lumpur, Malaysia. VXL Group has a focus on tourism real estate, integrated resort and city urbanization by advancing collaborative solutions of public and private partnerships. VXL flagship development is the Ski Resort development in China for the Winter Olympics in Beijing 2022.



Genting Ski Resort Secret Garden is located in Chongli County near Zhangjiakou City, China. Secret Garden ski area is the most popular all-season resort around Beijing and the largest ski resort in the country.

The development for the upcoming Winter Olympics Freestyle world Championships in 2021 is part of a five valley hotel development, stretching over more than 300 km². Upon completion, it will become a multifunction five-star eco-tourism leisure and health resort, with annual capacity of 1.8 million visitors.



Genting Secret Garden Resort

VXL GROUP CHINA

July 2017 until present

World Class Skiing Facilities and host to the Beijing winter Olympics 2022

Genting Resort Secret Garden currently has 48 ski slopes with a total planning of around 88 ski trails, serviced by 3 world leading windproof high speed heated chair lifts with a total planning 22+ lifts.

The ski resort is also equipped with top international brands skis and snowboards. The Olympic Half-pipe was completed for the 2017 winter season. The ski school has implemented the first TBL 'terrain based learning' ski and snowboard program in China providing pro lessons for all levels and age groups in cooperation with Burton Ltd. and Head.



Genting Secret Garden Resort

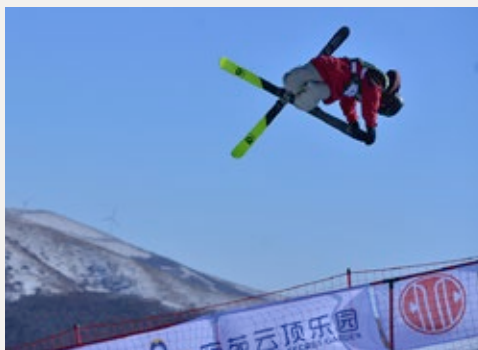
VXL GROUP CHINA

July 2017 until present

International Winter Sports Competition Venue

In December 2017 Secret Garden was the host the first Chinese FIS Freestyle World Cup in Aerials and Halfpipe, Free Ski and Snowboard competitions. This World Cup was the qualifying event for the 2018 Pyeong Chang Olympics in Korea. Further annual FIS World Cup events have been confirmed until 2020. In 2021 the World Championships will be held at Secret Garden.

International cooperation of 'Genting Ski Resort Collective' is partner with LAAX in Switzerland, Squaw Valley Meadows in the US, Shiga Kogen, Hakuba Happo in Asia and MtBuller in Australia.



All year Round and Summer Activities Activation

is a crucial part of the ski resort, offering a Mountain bike park with 'all mountain' activities, cross country and downhill trails. More than 40 km of trails lead in and around the valley. Pump track facilities for bikes and skateboards are integrated in the activities learning program and also offer summer training for winter sport athletes. Tennis, Golf (Driving range facilities), nature trails, archery, indoor pool, gym, and gymnastic facilities are part of the guest program.

The Mountain bike Down Hill World Cup is in negotiations for 2019.

Genting Secret Garden Resort

VXL GROUP CHINA

July 2017 until present

As of July 2017 Maja & Thomas Kilgore joined the VXL Group for two consultancy projects in China and Malaysia.

The development project 'Secret Garden – 1st to 5th valley development' in conjunction with the winter Olympics in Beijing 2022. The hotel and resort development will consist of about approximately 6000 hotel rooms and apartments, in varying styles and target markets. Leisure, Sports, MICE, Retail, medical and recreational aspects are part of the project.

Core responsibilities of Thomas Kilgore

- Hotel and Apartment operational concept for Prince Ski Town in 2nd valley under construction
- Operational planning and negotiations with hotel operators Wyndham Encore, and Kempinski
- Multi Purpose MICE Center with a business hotel in 3rd Valley
- Luxury Resort, with private villas and 3 boutique hotels, one with a Bio Medical focus on health and wellness facilities in 5th valley
- Concept of Tiger Valley Hotel & Resort
- Liaison and communication with lead architects „Tom Kundig & Partners“, Seattle USA, „Steelman + Partners“, Las Vegas USA, and „Hornberger & Worstel Inc.“ San Francisco USA, „PAC Architects“ Singapore
- Contract negotiation with international Hotel operators Wyndham international Group, Hilton and Kempinski Group
- Contract and Concept negotiations with Pico International for the multimedia convention and MICE center
- Secret Garden Resort (268 rooms and suites) Hotel Renovation Concept, design and financial budget to upgrade the current hotel in to a 5 star luxury property
- Organization of the FIS Freestyle Worldcup
- Activities & Event conceptual plan for all year round operations in sport, culture and culinary themes

Genting Secret Garden Resort

VXL GROUP CHINA

July 2017 until present

Core responsibilities of Maja Kilgore

- Sales & Marketing Analysis, develop the future strategy with focus on national and international presence in reference to the international World Cup and Olympic events
- Establishing a Sales & Marketing team with focus on a key account system
- B2B and B2C programs
- Social and New Media
- Website Concept and design proposal to be present in China and international search engines
- Brand activation for the 'Snowpack Winterfestival' in conjunction with the FIS World Cup
- Human Resources Educational Program in Liaison with Lausanne Hospitality School, Switzerland
- Concept development for a Hotel & Restaurant Learning Center – Hotel School, certified by Ecole Hotelière de Lausanne Academic Certification, SEE Training Service Excellence Evaluation and Training Program



Experiences in notes
DIETRICH MATESCHITZ GROUP
projects & developments

January 2015 until June 2017

We rejoined the Dietrich Mateschitz Group back in January 2015 as Executive Hospitality Managers. Maja & Thomas Kilgore were responsible for several projects, developments located mostly in Styria directly around the Red Bull Ring, within the Ausseer Land and for the private Laucala Island Resort in the South Pacific.



Laucala Island



seehotel
GRUNDLSEE

Red Bull Ring

DIETRICH MATESCHITZ GROUP

January 2015 until June 2017



Race Circuit & Motorsport Events

The Red Bull Ring owned by Dietrich Mateschitz is famous for bringing back the Formula 1 to Austria. International motorsport has developed ever since. Spielberg hosted the MotoGP in 2016 for the first time, other series as DTM, ADAC, Truck Race Trophy, Histo Cup and many more horse power events have their set place in the race calendars.

Spielberg also focuses on traditional activities as the Spielberg Musikfestival focussing on Austrian folk and Austropop as well hosted an ACDC Concert in 2015 with more than 140.000 fans.

For all these series and events, at and around the Red Bull Ring, Thomas was in charge for the planning, organization and overseeing the *gastronomy concepts* at the race circuits public areas. The gastronomic concept also offers various levels of private lounges, clubs and vip areas. Serving several thousand visitors up to the height of 250.000 guests during the MotoGP.

Voest Wing

At the Red Bull Ring, the Voest Wing was opened in 2015 shortly prior to the Formula 1 offering additional capacities for meetings and incentives varying from 10 to 500 people. The Car park, offering a tremendous array of sport cars, motorcycles, off-road tracks for Defenders, 4 w-drive, motorized winter sport activities are a major part of the of the guest offers. „Spielberg's - Nomen est Omen“ motto, means literally ‚playground‘ for individual travelers, companies and for any aspect of the MICE market combining driving experiences with business or leisure.

Red Bull Ring

DIETRICH MATESCHITZ GROUP

January 2015 until June 2017



The new Voest Wing became the *,Welcome center‘ & ,Info-point‘* being the integral meet and great area for all visitors to the Red Bull Ring. The central concierge service - reception is located next to new cafe and shop. In our responsibility was the operational aspect of the Wings facilities: the Cafe, reception, fan shop, and gas station.

A complaint Management team to respond to all guest inquiries is integrated with the reception department of the welcome center.

Core responsibilities: F&B - cafe design and building - reception & fan shop financial management - gas station logistics - human resources

In 2015 Thomas planned and built the *central Bakery & Patisserie* catering for the Red Bull Ring events, the seven hotels and cafés within the hotel collection in Spielberg.

Core responsibilities: patisseries concept, planning & overseeing construction, staffing, logistics delivering pastries to the 7 hotels and restaurant outlets around Spielberg. Catering for race circuit events at the Red Bull Ring up to 1200 people.

Hotel Collection

DIETRICH MATESCHITZ GROUP

January 2015 until June 2017



Hotel Steirerschloßl

11 suites, 5 stars, gourmet restaurant (36 seats, 2 Hauben Chef Johannes Marterer), lounges, library, wine & cigar cellar

www.hotel-steierschloessl.at



Hotel G'Schloßl Murtal

23 suites & maisonettes, spa & wellness area, 3 traditional Styrian lounge bars, 18,000 sqm idyllic castle grounds

www.gschloessl-murtal.at



Hotel Hofwirt

7 elegant suites, 3 restaurants, ballroom for up to 200 persons, wine cellar, romantic wedding location, farmers market

www.hotel-hofwirt.at



Schloss Gabelhofen

57 rooms & suites, convention center, gourmet restaurant, wine cellar, art exhibitions

www.gabelhofen.at



Café & Bar Wasserturm

360° panorama from the sky-lounge for 30 guests, sun terrace for up to 60 guests, delicious snacks & cocktails

www.cafe-wasserturm.at



Hotel Schönberghof

23 double rooms with own terrace, restaurant & sun terrace, spectacular views of the Red Bull Ring

www.landhotel-schoenberghof.at

Hotel Collection

DIETRICH MATESCHITZ GROUP

January 2015 until June 2017



Gästehaus Enzinger

14 double rooms, lounge & bar area, styrian restaurant (30 seats), sun terrace

www.landhotel-schoenberghof.at



Seehotel Grundlsee

17 spacious double rooms, gourmet restaurant, lakeside sun- & dining terrace, exclusive sauna area

www.seehotelgrundlsee.at



GÄSTEHaus



Gästehaus Steirerschloß

15 suites, lounge with fireplace, meeting facilities and outdoor dining area for 60 guests

www.hotel-steirerschloessl.at

Laucala Island



Laucala Island

Luxurious private island in the South Pacific, 25 exclusive private residences from 450 up to 10.000 sqm in- and outdoor living area & private pool, 5 gourmet restaurants, 18-hole golf course, organic spa & private airport

www.laucala.com

Laucala Island

DIETRICH MATESCHITZ GROUP

January 2015 until June 2017



a private island resort in the South Pacific with 25 luxurious residences, organic spa, five restaurants, and 18 hole pga golf course, various farms and hydroponics, a marine department consisting of more than 26 vessels varying from 0.5 t until 510 tons load capacity. A team of more than 410 employees cater to the international guest clientele.

(please see page 26 for more details on our time constructing and opening Laucala Island resort in 2007)

Air Laucala

Laucala island airport is an international privately owned airport, with day- and night flight operation. The fleet consists of a King Air B200 and B300 seating up 12 passengers, a Piper Chiefton and a Husky seaplane.

In 2016 the private Airport Lounge at Nadi International Airport was designed and will be operational beginning of 2017. The Lounge will allow guest an exclusive check in and check out process with Fiji immigration and customs, for individual travelers as well as private airplane handling.

Resort & island renovation with reopening June 2016

In February 2016 Winston, a cyclone category 5 hit the island directly with major landscape damages following a full refurbishment of the resort. The resort was reopened in June 2016.

Sales & Marketing

Being a member of LHW Leading Hotels of the world, Virtuoso and Travellermade we oversaw the PR strategy and all sales & marketing activities internationally. The Ambassador program was extended to Australia, New Zealand, Americas, Asia and new Markets in EAU in the recent year 2016.

Hotel Collection

DIETRICH MATESCHITZ GROUP

January 2015 until June 2017



G'schlössl Murtal is also home to the Trakehner Gestüt Murtal (Trakehner horse stud). In September 2016 we hosted the Landesstutenschau showcasing over 70 Trakehner horses and catering for more than 800 guests in vip lounges, public areas and exclusive catering over the two day horse show.

The private estate Schloss Admontbichl, an addition to the stud in about 30 km distance, was renovated and only opened in October 2016. The castle has three stables, riding facilities, pastures and in the castle several private residences. The opening was jointly celebrated with the 'Heritage Day' association catering for 3500 guests.

Core responsibilities: planning and organizing the opening events at the horseshows



The castle was first mentioned in 1443. Schloss Gabelhofen and Seehotel Grundlsee were bought by the DM Group in 2014 from the HMZ Stiftung. In 2015 we began major renovations with an opening date May 1st 2017. Schloss Gabelhofen will have 43 rooms and suites, meeting facilities, a restaurant (rated with 2 Hauben in early 2016), cafe and garden terrace. The location is the classic wedding and family venue as well a meeting and conference location. 4 meeting rooms with highest standard of equipment.

The modern Galerie in Schloss Gabelhofen is home to the private art collection - Die Sammlung showcasing vernissages on a quarterly basis. The vernissages are combined with culinary journeys themed by native country of the artist.

Core responsibilities: interior design, planning & overseeing construction, kitchen planning

Hotel Collection

DIETRICH MATESCHITZ GROUP

January 2015 until June 2017



adjacent to the Hotel Hofwirt we renovated in 2016 a former barn into a Hofladen / farmers market, involving local producers with fresh styrian produce and handcraft items.

The location is used for market days and can be an exclusive facility for events and product presentations. Event location for up to 40 people.



Design & Concept

In addition to the Schloss Gabelhofen renovation project, a complete Designhotel with 60 rooms, a large wellness and spa area and meeting facilities was planned. The base concept of the design hotel was to create additional capacity for the Hotel Steirerschlossl and Gästehaus to gain a room capacity of approximately 90 rooms. A restaurant with 80 seats and coffee shop. The project has not yet commenced.

The Designhotel is the remaining part in order to complete the 'Steirerschlossl' - 'Cafe Wasserturm' concept.

Hotel Collection
DIETRICH MATESCHITZ GROUP

January 2015 until June 2017



The Seehotel Grundlsee is a 17 room boutique hotel and lies directly at the Grundlsee lake, offers with Chef Mathias Schütz a 1 Haube cuisine seating 52 guest in the restaurant and 60 seats on the terrace.

A part of the company and main attraction is the ‚Schifffahrt‘ (commercial shipping with three vintage boats cruising on Lake Grundlsee and two ‚Plätten‘ a traditional boat on Lake Toplitz); the ‚3 lake sightseeing tour‘ to Toplitzsee, Kammersee and Grundlsee. The boats moore directly at the hotels shore during the summer months.



Ausseer Land - Strategic planning & conceptions

Villa Anna, a private residence, only a few steps away from the Hotel caters for about 14 guests. Villa Anna is under renovation and will be opening in 2017.

The project ‚Seewiese‘ in Bad Aussee will be a weekend destination ‚Jausen station‘ located in the middle of the woods, accessible only by foot, offering traditional styrian cuisine.

Core responsibilities: establishing the concept and logistics, marketing concept

Marketing & Public Relations

DIETRICH MATESCHITZ GROUP

January 2015 until June 2017

since the business and leisure communication is turning into a new decade media presence is changing constantly. In our program we focus on:

Social & New Media

- defining targets markets and groups for each project separately due to the individuality of each hotel and company
- establishing editorial and action plans focussing on organically growth
- using only matching ad-campaigns

Marketing from A - Z

- Corporate ID creation, logo development & brand management
- WebSites: concept, design, ongoing development, SEO, storytelling, optimizing content
- Print & Photography

PR - Public Relation

- traditional PR fam trips & individual site visits
- working storyboards - creating impact with images - maintaining the story line
- networking with cooperation partners and travel-influencers
- Media: Travel & Hospitality, Lifestyle, Design & Architecture, Art

In cooperation with the tourism boards Steiermark- and Spielberg we used the network for destination marketing not only promoting motorsports, but as well traditional regional events and areas.

Sales

DIETRICH MATESCHITZ GROUP

January 2015 until June 2017

In 2015 we implemented and re-structured the sales department for the DM Group, Spielberg Hospitality, Red Bull Ring race circuit facilities as well as for Laucala Island Resort. A key account department with regional responsibilities and international focus was set up. The customer service department focusses on B2B, MICE and B2C clientele.

Attending international *trade shows & symposiums* organized by travel industry consortia with LHW, Beyond Luxury, ILTM and Virtuoso.

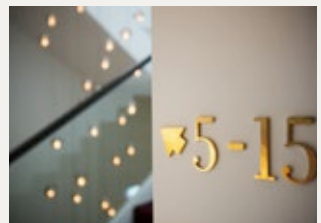
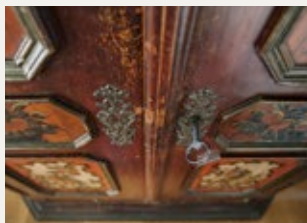
Ambassador Program

Global Sales & Public Relation strategy in following markets: Europe, Australia & New Zealand, Asia, EAU, United States of America

Establishing global guidelines for each hotels responsible team: Structuring a comparable reporting, forecast, action- and sales plans.

Concept: ‚Hotel Collection‘

with the growth of the private hotels, gastronomic outlets and apartments we conceptualized a complete strategy. The Hotel collection consists of multiple hotels with restaurants, cafe and bars, a private island resort and an apartment villa.



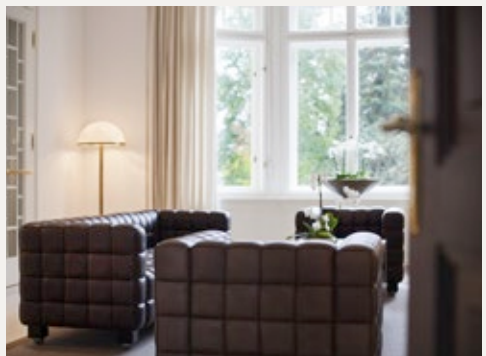
Finance

DIETRICH MATESCHITZ GROUP

January 2015 until June 2017

In the position of Executive hospitality manager core responsibilities in the financial sector were:

- planning & development of corporate reporting
- establishing budgets with first and second revisions throughout the year
- forecast daily and monthly
- controlling creditors & debtor
- budget presentations
- implementing a merchandise management system and main store facility for the Projekt
- implementing a cashless payment system for events and alternative payment combined with a loyalty program
- negotiation of cooperation contracts for the company and events
- strategic planning with integrating of overlapping management and administrative systems like: SAP, Micros, Fidelio, cashless / mobile payment, materials control



human resources & strategic development

DIETRICH MATESCHITZ GROUP

January 2015 until June 2017

Project Spielberg grew quickly within two years with new hotels, gastronomic outlets and hosting large Grand Prix events as Formular 1 and the MotoGP. To cater all aspects from a luxury hotel up to caterings at the Red Bull Ring only the hospitality department consists of 280 employees.

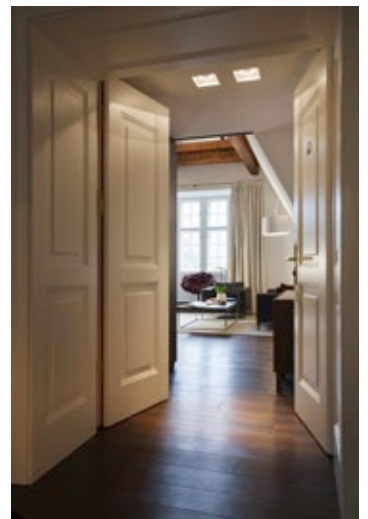
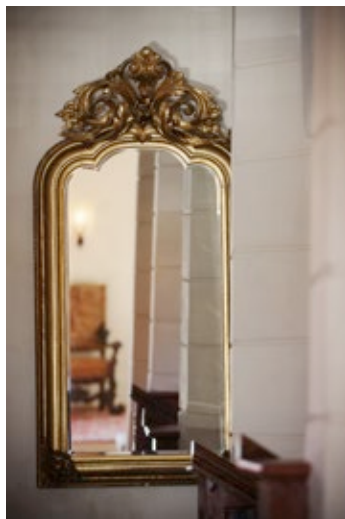
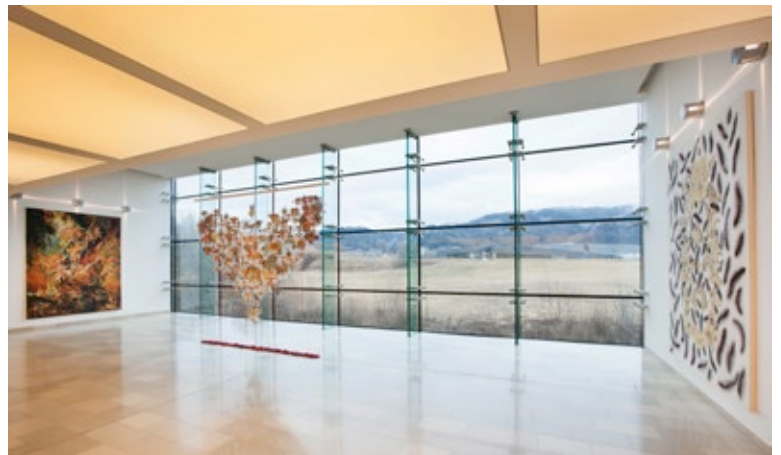
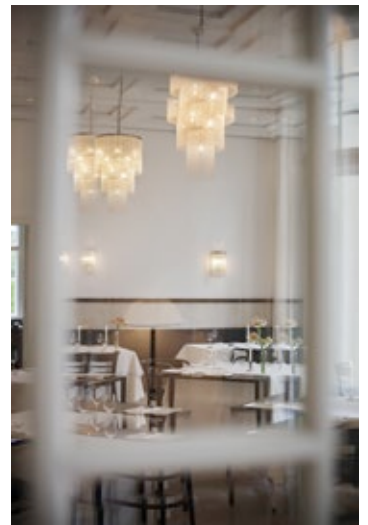
Laucala Island Resort and Air Laucala grew to a staff of 410 employees. Seehotel Grundlsee consists of a team with 23 staff.

To plan and organize the main staff (280 employees) and seasonal and event recruits (up to 1400) we re-organized the Human Resource department with focus on:

- optimizing the recruiting process
- visualizing through organizational charts
- personal staff development:
 - Schooling Training Personal development
 - coaching and training
 - establishing work groups with specialized tasks to train within the team
 - training to work interdivisional within the company
 - on-boarding program: day one welcome tour, training plans for new employees within the first weeks
 - training the companies values
 - classic coaching and trainings
 - staff evaluation
- continuously working on refining policies & procedures
- communication process within the companies

To cater in for all employees we built three modern **staff houses** with 56 units for 120 people, and a training room, all in walking distance the Red Bull Ring.

We established a new department within the team, focussing on **cross functional** interaction to ensure more efficiency between: F&B manager, Executive Housekeeper, Rooms Division, Revenue Manager, materials- and cost controller



Experiences in notes

FLORIDA HOTEL PROJECT - DEERFIELD BEACH, USA

January 2014 to May 2015

The Florida hotel project consisted of two parts, the Royal Blues Hotel with Chanson Restaurant and the conception of Sunrider Beach Resort. Both properties are owned by Edward Walson.

Royal Blues hotel is a 12 room boutique Arthotel with direct ocean access in Boca Raton on Floridas Gold Coast. Palm Beach Architects Garcia Stromberg unique design was inspired by a luxury yacht with a curved facade outline. The suites and apartments, all with oceanfront patios are outfitted with combinations of leather, wood, marble and ultra modern technology.



Royal Blues became the first Relais & Chateaux in Florida in 2014. For the Chanson restaurant, seating 50 inside and 30 on the terrace, we could gain chef Keiichi Kurobe, a portage of Daniel Humm, as a part of the opening team. The wine lounge, seating 16, became an all day hip meeting point in the area.

Core responsibilities:

- project management
- overseeing construction and interior design
- implementing an opening team and GM
- positioning in the travel industry and joining Relais & Chateaux
- establishing the complete CI
- sales & marketing and public relations
- Human Resources
- overall Finances and Budget
- opening of the hotel

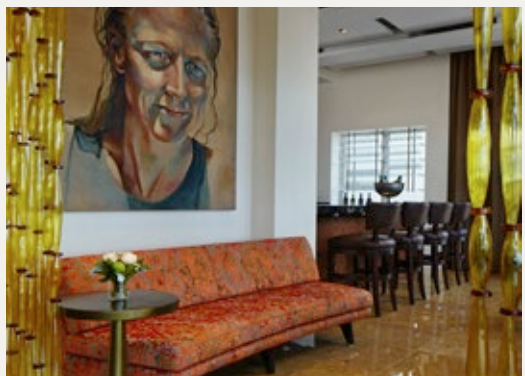
Experiences in notes

FLORIDA HOTEL PROJECT - DEERFIELD BEACH, USA

January 2014 to June 2015

Sunrider Beach Resort, directly adjacent to Royal Blues is step two in the development process of 'Florida Hotel Project LLC'. The oceanfront properties concept is to build a new 25 room resort, a restaurant, rooftop bar, coffee & pastry shop.

Additionally we organized the owners private household in Boca Raton, arranging private dinners and events as well as travel logistics with private aviation.



Experiences in notes

THE RANCH AT ROCK CREEK - MONTANA, USA

February 2012 to December 2013

The Relais & Chateaux property lies in the rugged mountains of the Montana Rocky Mountains. The ranch itself is located on over 2,500 hectares of private property. At this classic ranch guest are welcomed in three different types of accommodation, the Granite Lodge with nine rooms, eight glamping canvas cabin tents located directly at the Rock Creek river and ten traditional log-homes varying from one bedroom up to 5 bedrooms houses, spread out over the ranch property.

The interior design throughout all accommodations is authentic yet luxurious old west style, inspired by period photographs of Mary Colter. The ranch was first established as a cattle farm in the 19th century. Today the ranch has a herd of about 300 head of Black Angus and 30 Corriente cattle. Cattle drives on horseback are well-received by the guests on the Ranch and are popular activities.

The Ranch welcomes guest in two different restaurants, the fine dining room in the main Granite Lodge, seating 70 guests. The Blue canteen, a canvas tent type restaurant located at the creek, serving bbq style lunches and dinners. Destinations dining like chuck wagon dinners, dinner by the river or gourmet lunches are very popular amongst the guests.



Experiences in notes

THE RANCH AT ROCK CREEK - MONTANA, USA

February 2012 to December 2013

The most popular pursuits are horseback riding and the 'house' rodeo, showcasing penning, roping, bull riding and horse activities like barrel racing and pole bending. A herd of 80 Quarterhorses provides guests the real Western experience with trails rides for beginners and advanced riders. The equine program offers a wide array in riding lessons (English and Western) for every level of horse lover.



Summer and winter activities are offered on the ranches property. Shooting courses (Clay pigeon, Skeet, Rifle & pistol and the Cowboy shooting stand), Fly fishing over 4 miles of blue-ribbon trout stream, hiking and mountain biking, cross country skiing, snowshoeing and ice-skating.

Mercantile - Hotel Boutique offers a variety of western and cross over style retail boots, custom made hats, jeans and a large variety of small hotel boutique brand items.

The Spa consists of 5 treatment rooms, a cedar sauna offering body treatments, facials, manicures and hair treatments. The custom made products for the spa and the room amenities are a cooperation with the Montanan Sage & Cedar company.

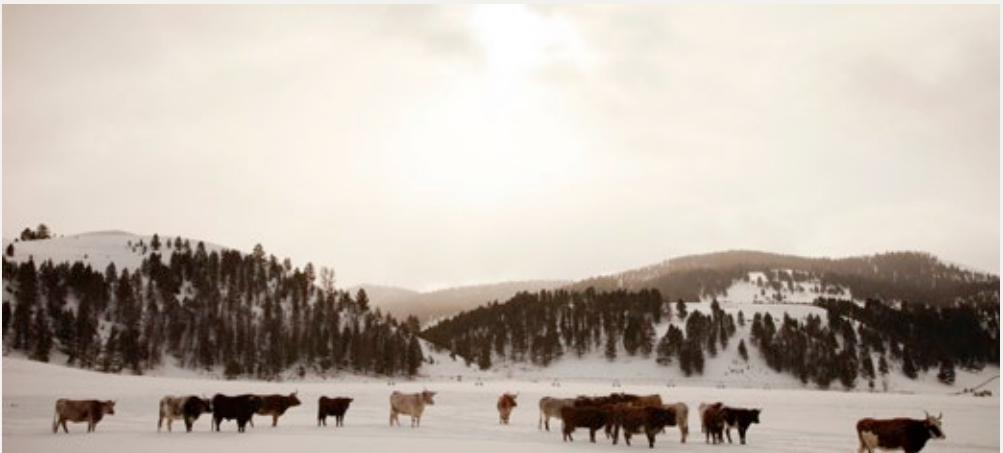


Experiences in notes

THE RANCH AT ROCK CREEK - MONTANA, USA

February 2012 to December 2013

core responsibilities: establishing professional level of controlling, budgeting, cash-flow planning and operational accounting procedures ~ implemented an annual board meeting with recap and future conceptual planning ~ implemented reorganization of Room Division to international Relais & Chateaux standards ~ redefining Ranch concept in the area of F&B and culinary levels ~ housekeeping standards and maintenance ~ developing and extending the activities program, i.e. shooting ranges, equestrian activities, and hunting programs ~ establishing an equine program and horse evaluation ~ integrated a New Media & Social Media Department ~ launched a new website ~ established corporate ID ~ international sales and marketing as well as Public Relations ~ implemented operational standard procedure for all departments ~ development and construction of additional log homes and canvas cabin tents ~ optimizing the ranch's infrastructure



Experiences in notes

LAUCALA ISLAND - FIJI

June 2007 to February 2012

Laucala Island is a 12 km² private island resort & spa in the South Pacific with 25 residences from 600 up to 10.000m² private living space, 5 restaurants, various farms, marine department, 18 hole golf course and international private airport.



Construction & Conceptual phase

Overseeing full time construction on island liaising with all trades with up to 2500 workers ~ finalizing the overall building of the resort and two staff villages ~ establishing the logistic concept for the resort and for the employee village on the neighboring island ~ establishing concepts for all department starting from F&B, Rooms Divisions, administration, activities, sports and aviation ~ overseeing the demobilization process of the construction site and camps.

Pre opening

Bringing the pre opening team from the construction phase into the pre opening stage of the island ~ recruitment of the team now consisting of 350 employees currently in 21 departments and in 2 companies (Laucala Island and Air Laucala) ~ furnishing the resort in liaison with the interior designer ~ procurement and logistics of all resort items of FF&E and OS&E ~ training all departments and establishing job descriptions and department related SOP's ~ overseeing the design and production of uniforms ~ design and production of all promotional materials ~ establishing a CI guideline.

Experiences in notes

LAICALA ISLAND - FIJI

June 2007 to February 2012

Golf Course 18 hole

Overseeing the golf course construction team in liaison with David McLay Kidd Golf Design Ltd. ~ Organizing and overseeing the golf course 'grow in' stage ~ refining the irrigation system ~ facilitating and implementing golf course operational to international PGA standards.

Air Laucala

Overseeing and planning the construction of the airport to be a 24hrs day and night operational for planes with a MTOW of 40 tons ~ establishing Air Laucala 145c with all maintenance facilities on island ~ purchasing of aircrafts King Air B200 and Navajo Piper Chieftain for commercial and emergency operations ~ implementing clearance procedures with authorities of international landing and departure of private airplanes ~ seven employees with Air Laucala ~ establishing procedures for the Nadi Lounge meet & greet facilities in the hangar on the mainland at Nadi International Airport (280 nautical miles away from Laucala).

Marine & Logistics

Building and establishing a marine harbor ~ operating 16 vessels from 1 ton to 380 tons (ie. classic sailboats, deepsea fishing boat, jetboats and transport barges).

Communication Network

Establishing island owned independent telecommunications and IT network ~ Implementing an IT structure & ITC policy.



Experiences in notes

LAUCALA ISLAND - FIJI

from June 2007 until February 2012

Engineering

Implementing an independent engineering department and systems of ie. own water supplies ~ 7 boreholes producing 1mio liter per day ~ establishing a maintenance program for all trades ~ *Resource management*: establish procedures and stock for the island of 1 month supply ie. storage capacity 120t diesel, 32t gas, 23t ULP, STP (350 m³/pay - environmentally friendly - wastewater usage for golf and garden irrigation) ~ resource management for the two staff villages of 350 employees (ie. housing, all meals provided, laundry and recreational facilities).

Finances & legal matters

Establishing and implementing an accounting system including corporate reporting with financial controlling in cooperation with KPMG tax consultant and legal consultancy Munro Leys lawyers Suva (Fiji) ~ insurances and operational licenses for Laucala Island and Air Laucala ~ establishing the status of a ,port of sufferance' and ,quarantine station' for the island to ensure international arrival and departures for yachts and aircrafts.

Specials

Building community relations in tribunal matters with the neighboring islands and communal chiefs ~ establishing a Marine Park & Marine Reserve around the island ~ managing and overseeing the refurbishment of the island after damages suffered after a cyclone category 5 in March 2010 ~ implementing emergency procedures for ie. cyclones or other extreme weather conditions ~ establishing and implementing of the spa concept in accordance with the islands self-sufficiency concept ~ PR & Marketing ~ Implementing an Ambassador concept to target suitable international markets ~ creating the CI and all relevant promotional materials including the website ~ rooms division set up (using Micros Fidelio, Opera and Material controls and Acpac systems) ~ establishing a medical clinic with a 24 hours stand by of a doctor and two nurses to ensure first aid and a medical evacuation scenario within max. 12 hours.



Experiences in notes

SCHLOSSHOTEL BURG SCHLITZ - GERMANY

from January 2002 to July 2007

Schlitz castle is a wonderful hunting castle in Mecklenburg, northern Germany with 20 rooms, 6.000 m² living space and 180 hectare hunting grounds with deep forests & beautiful parks. After change of the castle ownership a suitable concept was required to revive traditional Mecklenburg country living:

Hunting & Forestry

Organizing hunts, individual or in groups during the hunting season (driven hunts for boar, stag and small game), hunting with horses & hounds ~ building of a cross country riding course, renovating the horsestables, organizing equestrian events i.e. sidesaddle ~ cross country riding clinics, organizing international polo tournaments in cooperation with Polo Club Pinnow ~ establishing clay pigeon shooting grounds on the castle premises ~ forestry & agriculture belonging to the castles premises.

Weddings & Events

Establishing a civil registrar office in the castle, organizing weddings in the castles chapel, wedding planning services from A-Z ~ event planning in accordance with the traditional country living ~ organizing of concerts, exhibitions i.e. with silver-manufacturer Robbe & Berking and events with watch manufacturers as Ebel, Glashuette in conjunction with Juwelierhaus Grabbe ~ hosting car presentations and offroad trainings with Audi, VW and Mercedes.

Specials

Planning and building of the spa, pool and sauna ~ finance & accounting in reference to the restructuring of 3 companies including EU Funding ~ establishing the hotels CI and redesigning all promotional materials from stationary to the website.

Experiences in notes

HUNGARY, PHILLIPINES & BALI

from May 1997 to December 2001

Jagdschloss Visz - Hungary

A hunting castle from the 19th century near Lake Balaton with 13 rooms & suites. Conceptual planning of the renovation ~ establishing the hotels concept based on its traditions ~ overseeing the renovation of the old castle construction phase ~ implementing a suitable management team ~ hand over to the owner of all related SOP's, handbooks, trainings and training schedules for the employees ~ compiling the hotels FF&E and OS&E lists ~ establishing the financial concept and the marketing strategy - a K&K consultancy project

Badian Island - Cebu, Philippines

Badian Island is a privately owned resort with 32 suites located near Cebu. Organizing the renovation, refurbishment and reopening after being closed for six months due to a fire in the resort ~ overseeing the construction of 5 new bungalows, kitchen, restaurant and the reception building ~ Creating the spa concept and building of the new spa ~ training of the spa team including teaching product knowledge for the home made spa products ~ upgrading and training of the F&B team and Housekeeping department - a K&K consultancy project

Due to 9/11 we ended the cooperation after 6 months and returned back to Germany.

Matahari Beach Resort & Spa - Bali, Indonesia

An unique Relais & Chateaux Beach Resort with 36 bungalows, two restaurants and spa. Upgrade of the resort to a R&C and a 5 star standard ~ developing the spa concept and building of the new spa ~ building of a driving range ~ establishing an airfield for light aircrafts for the resort operational ~ establishing farms in the mountains for fruits, vegetables and chickens ~ establishing poultry & pig farm near the resort ~ continuous staff training in all departments ~ refurbishment of the kitchen and restaurant

Timeline

STATIONS OF A JOURNEY

VXL Group, Beijing, Chongli, China, since July 2017

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Dietrich Mateschitz Gruppe, Austria, January 2015 to June 2017

~

Royal Blues Hotel (R&C) Boca Raton, FL, USA, January 2014 to December 2014

~

The Ranch at Rock Creek (R&C) Montana, USA, February 2012 to December 2013

~

Laucala Island (LHW), Fiji, July 2007 to January 2012

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Burg Schlitz (R&C), Mecklenburg, Germany, January 2002 to July 2007

~

Hotel Waltershof, Sylt, Germany, November 2001 to January 2002

~

Badian Island, Cebu, Philippines, February 2001 to November 2001

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Matahari Beach Resort & Spa (R&C), Bali, Indonesia, May 1997 to January 2001

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Hotel Vier Jahreszeiten, Hamburg, Germany, November 1995 to April 1997

~

Hotel Bayerischer Hof, Munich, Germany, May 1994 to November 1995 (Maja Kilgore)

~

Hotel Raffael, Munich, Germany, August 1993 to April 1994 (Maja Kilgore)

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Le Gourmet, Munich, Germany, 1993 to November 1995 (Thomas Kilgore)

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Alpenhof Murnau (R&C), Germany, September 1992 to November 1993

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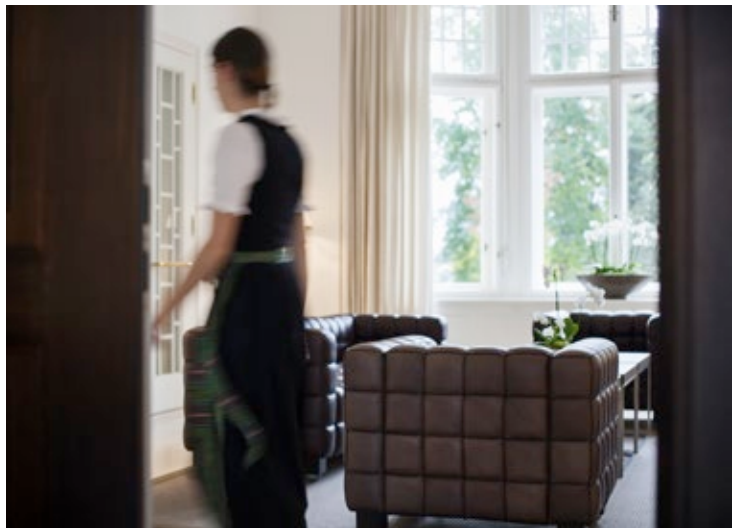
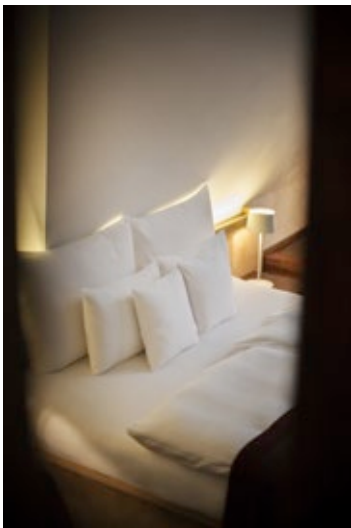
Chilean Consul B.H. Schubert, Frankfurt Main, Germany, 1990 to 1992 (Thomas Kilgore)

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Hotel Geiger (R&C), Berchtesgaden, Germany, 1989



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